

Account Representative

OxyGo HQ Florida, LLC., parent company of Applied Home Healthcare Equipment, has immediate full-time openings for Account Representatives. The Company has three locations, Westlake, Ohio, Orlando, Florida and Phoenix, Arizona. OxyGo Account Representatives are highly successful, adaptable, and intelligent salespeople with a proven track record of sales success. Account Representatives communicate with customers virtually, with occasional travel. Join a team that enjoys autonomy, resources, and a growth culture.

About the role:

OxyGo Account Representatives are responsible for sales and customer satisfaction in their given territory. Specifically, prospects, qualifies, and generates sales with the company's existing customers.

- Understand the needs and expectations of customers and provide relevant solutions using OxyGo products
- Engages in product and technical discussions as well as resolving customer queries
- Responsible to close sales deals and achieve customer satisfaction
- Identify opportunities and ways to improve existing and new accounts by demonstrating the ability to promote and upsell monthly specials and promotions
- Make efforts to achieve short- and long-term sales targets and improve goodwill of the organization
- Keeps management informed of all activity including timely preparation of reports
- Responsible to fulfill a variety of Customer Care tasks for all our Divisions (OxyGo, AHHE, SuperFlash) including but not limited to order entry, backorder follow up, provide tracking information and general client inquiries

Our ideal candidate:

Skills and Abilities

- Excellent communication skills both verbal and written
- Adaptable to changing situations, customers, and products
- Coachable, with a drive to learn and grow
- Ability to handle incoming calls, promptly and professionally
- Desire to work autonomously towards company goals
- Persistent but respectful and courteous

Education and Experience

- Proficient Microsoft Office Suite and knowledge of Epicor is a plus
- An Associate or Bachelor's Degree in Business or equivalent experience in related field
- 2-4 years of inside sales experience
- Customer service experience including phone calls and data input
- Experience selling medical products B2B and home healthcare equipment market experience is a plus
- Experienced using CRM, HubSpot a plus

Benefits:

- 401(k)
- Medical insurance
- Dental insurance
- Life insurance
- LTD insurance
- PTO
- Paid Holidays

Company's website:

- www.oxygo.life www.applied-inc.com www.oxyfuelsafety.com

Benefit Conditions:

- Waiting period may apply
- Only full-time employees eligible

Work Remotely:

- No

COVID-19 Precaution(s):

- Temperature screenings
- Social distancing guidelines in place
- Sanitizing, disinfecting, or cleaning procedures in place

Requirements:

- Background check
- Drug screening

Equal Opportunity Employer